# PURCHASERS' QUESTIONNAIRE FROZEN CONCENTRATED ORANGE JUICE FROM BRAZIL

Return completed questionnaire to:

#### UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615 500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than December 13, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning frozen concentrated orange juice from Brazil (inv. No. 731-TA-326 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from Cathy DeFilippo (202-205-3253).

Name of	firm		
Address			
City		State	Zip code
World W	Vide Web address		
	firm purchased frozen concentrated oran e (domestic or foreign) since January 1,		ined in the instruction booklet) from
$\square_{NO}$	(Sign the certification below and pror	mptly return only this page of the q	uestionnaire to the Commission)
YES	(Read the instruction booklet carefull return the entire questionnaire to the		nnaire, sign the certification, and
		CEDTIEIC ATION	
	•	CERTIFICATION	
	nformation herein supplied in response		
f and unders	stand that the information submitted is	subject to audit and verification b	y the Commission.
ionino this ce	ertification I also grant consent for the C	Commission, and its employees and	l contract personnel, to use the informa
ided in this (	questionnaire and throughout this rev	iew in any other import-injury in	nvestigations or reviews conducted by
mission on t	the same or similar merchandise. (If yo	ou do not consent to such use, plea	se note the certification accordingly.)
mployees, an rds of this re	at information submitted in this question and contract personnel who are acting in wiew or related proceedings for which the transitions of the Commission pursuit greements.	n the capacity of Commission emp his information is submitted, or in	ployees, for developing or maintaining internal audits and investigations rela
ne and Title	of Authorized Official		
unu 11110	oj izamonijen ojjieni	Duic	
	uthorized Official	() Phone	()

#### PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

	the actual number of hours required an onnaire and completing the form.	nd the cost to your firm	of preparing the
	-	hours	dollars
	n any comments you may have for imprice questions. Please attach such comme		
the instruction book	nd address of establishment(s) covered det for reporting guidelines). If your fi and trading symbol.		
Is your firm owned	, in whole or in part, by any other firm?	7	
		•	
□ No	YesList the following information.	F44	
Firm name	Address	Extent o	
importing frozen co	e any related firms, either domestic or incentrated orange juice for manufacturisch are engaged in exporting FCOJM f	ring (FCOJM) from Bra	zil into the
□ No □	YesList the following information.		
Firm name	Address	Affiliati	<u>ion</u>
			_

### PART I.-GENERAL QUESTIONS--Continued

□ No □ S	YesList the following information.	
Firm name	Address	<u>Affiliation</u>
	stionnaire we request a copy of you	
company or any relat	stionnaire we request a copy of your ed firm have a business plan or any expected future market conditions for	internal documents that describe
company or any relati	ed firm have a business plan or any	internal documents that describe FCOJM?  cuments. If you are not providing

#### PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of FCOJM. Report based on delivery date, not order date.

				Crop	years		
Item		998/99	1999/ 2000	2000/01	2001/02	2002/03	2003/04
PURCHASES OF FCOJM PROD	UCED IN THE UNITE	D STATE	S:	•	•	•	
Quantity							
Value							
PURCHASES OF SUBJECT FC	DJM PRODUCED IN B	RAZIL:		_			
Quantity							
Value							
PURCHASES OF NONSUBJECT	FCOJM PRODUCED	IN BRA	ZIL:	_			
Quantity							
Value							
PURCHASES OF FCOJM PROD	UCED IN ALL OTHER	COUNT	RIES:1				
Quantity							
Value							

### PART II.--PURCHASES--Continued

II-2.	If the relative levels of your firm's purchases of FCOJM from different sources (both domestic
	and foreign) have changed since 1999 (the year the antidumping duty order under review became
	effective), please list the country, state whether the relative share of subject FCOJ from Brazil has
	increased or decreased, and state the reason.

		Country	Increase/decrease	Reason
	Brazil	(subject)		
	Brazil (nonsubject)			
II-3.	(a)	Did your fire	m purchase subject FCC	OJM from Brazil before 1999?
		□NoSkip	o to (c)	Yes
	(b)		fers for subject FCOJM	ng FCOJM from Brazil changed since 1999? If your from Brazil and nonsubject FCOJM from Brazil,
		No, our	pattern of purchasing is	essentially unchanged.
		Yes, we	discontinued purchases	from Brazil because of the order.
		Yes, we	reduced purchases from	Brazil because of the order.
			we changed the pattern order (please explain be	of purchases from Brazil for reasons other elow).
	(c)		ttern of purchasing FCC check all that apply)?	OJM from nonsubject foreign sources changed since
		We did r	not purchase from nonsu	ubject foreign sources before or after the order.
		No, our	pattern of purchasing is	essentially unchanged.
		Yes, we	increased purchases fro	m nonsubject countries because of the order.
			we changed our pattern in the order (please expl	n of purchases from nonsubject countries for reasons lain below).

III-1.	Which of the following best descring the specific end uses if known	bes your firm as a purchaser of FCOJM (check all that apply, wn)?B
	RECONSTITUTOR/REPAG	CKER ()
	DISTRIBUTOR (	)
		)
III-2.	(a) If your firm is a distributor or rewhich you sell FCOJM?	eseller of FCOJM, what are the major types of consumers to
	(b) Do you compete for sales to yo you purchase FCOJM?	our customers with the manufacturers or importers from which
III-3.		JM, list in order of quantity of FCOJM consumed, the top 3 mases FCOJM as a component part or input. Please indicate accounted for by FCOJM.
	Product you produce	Percent of cost accounted for by FCOJM
	1	1
	2	2
	3	3
III-4.		COJM, has the demand for your firm's final products ce 1999?
	Increased Unch	anged Decreased
	(b) Has this had any effect on your	firm's demand for FCOJM?

Do you anticipate any changes in terms of the end uses of FCOJM in the future?  No YesPlease describe and identify the time period. Provide any		been any changes in the end uses of FCOJM since 1999?
No YesPlease describe and identify the time period. Provide any underlying assumptions, along with relevant portions of busines or other supporting documentation, that address this issue.  (a) Please list in order of importance any products that may be substituted for FCOJM.  (1)	∐ No	YesDiscuss the changes, noting the time period in which they occurr
No YesPlease describe and identify the time period. Provide any underlying assumptions, along with relevant portions of busines or other supporting documentation, that address this issue.  (a) Please list in order of importance any products that may be substituted for FCOJM.  (1)		
underlying assumptions, along with relevant portions of business or other supporting documentation, that address this issue.  (a) Please list in order of importance any products that may be substituted for FCOJM.  (1)	Do you anti-	cipate any changes in terms of the end uses of FCOJM in the future?
(c) Have changes in the prices of these products affected the price for FCOJM?  No Yes-Please explain.  Have there been any changes in the number or types of products that can be substituted for FCOJM since 1999?	No	underlying assumptions, along with relevant portions of business
(c) Have changes in the prices of these products affected the price for FCOJM?  No Yes-Please explain.  Have there been any changes in the number or types of products that can be substituted for FCOJM since 1999?		
(c) Have changes in the prices of these products affected the price for FCOJM?  No Yes-Please explain.  Have there been any changes in the number or types of products that can be substituted for FCOJM since 1999?	(a) Please li	st in order of importance any products that may be substituted for FCOJM.
(c) Have changes in the prices of these products affected the price for FCOJM?  No Yes-Please explain.  Have there been any changes in the number or types of products that can be substituted for FCOJM since 1999?	(1)	(2)(3)
No Yes-Please explain.  Have there been any changes in the number or types of products that can be substituted for FCOJM since 1999?		
Have there been any changes in the number or types of products that can be substituted for FCOJM since 1999?	(c) Have cha	anges in the prices of these products affected the price for FCOJM?
FCOJM since 1999?	□No	Yes-Please explain.
FCOJM since 1999?		
□ No □ YesPlease explain.		
	No	YesPlease explain.

III-9.	Do you anticipate any changes in terms of the substitutability of other products for FCOJM in the future?
	No YesPlease describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.
III-10.	How has demand within the United States (and outside the United States, if known) for FCOJM changed since 1999?
	☐ Increased ☐ Unchanged ☐ Decreased
	Other (describe)
	What were the principal factors affecting changes in demand?
III-11.	Do you anticipate any future changes in FCOJM demand in the United States and, if known, the rest of the world?
	No YesPlease describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.
III-12.	Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss FCOJM demand and/or factors affecting FCOJM demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an annual basis from 1999 to the present and forecasts of these demand data.

III-13.	Have any changes occurred in any factors affecting supply (e.g., changes in availability or prices of raw materials, energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.Sproduced FCOJM in the U.S. market since 1999?
	No YesPlease note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.
III-14.	Is buying a FCOJM that is produced in the United States an important factor in your firm's purchases of FCOJM (please check ALL that apply)?
	No
	YesPurchases of domestic FCOJM are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves percent of all purchases of FCOJM.
	YesPurchases of domestic FCOJM are not required by law or regulation, but are by your customers. This involves percent of all purchases of FCOJM.
	YesPurchases of domestic FCOJM are required for other reasons (please specify these reasons below). This involves percent of all purchases of FCOJM.
III-15.	(a) Is the FCOJM market subject to business cycles or conditions of competition distinctive to FCOJM?
	No YesPlease explain and provide estimates of the duration of any such cycle.
	(b) Has the emergence of new markets for FCOJM since 1999 affected the business cycles or conditions of competition distinctive to FCOJM?
	No YesPlease explain any such changes.

III-16.	Who are your major competitors?	
III-17.	Does your firm, and to the extent that you know, do your customers make purchasing decisions involving FCOJM based on the producer of the FCOJM you purchase?	
	Your firm:	
	Your customers:	
	If at least sometimes, please discuss how your firm or your customers determine the producer an why this information is important.	d
	Your firm:	
	Your customers:	
III-18.	Does your firm, and to the extent that you know, do your customers make purchasing decisions involving FCOJM based on the country of origin of the FCOJM you purchase?	
	Your firm:	
	Your customers:	
	If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.	
	Your firm:	
	Your customers:	

## PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued III-19. (a) How frequently do you make purchases? Weekly Quarterly Annually Monthly Daily Other (specify) (b) Do you expect this purchasing pattern to change in the next two years? Yes--How and why do you expect these changes to occur? III-20. How many suppliers do you generally contact before making a purchase? III-21. (a) Do purchases of FCOJM usually involve negotiations between supplier and purchaser? No Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process. (b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period? Yes--Specify the time period. No III-22. Have you changed suppliers in the last 6 years? No ☐ Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

III-23.	(a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?
	No YesPlease identify the firms and indicate how you become aware of them.
	(b) Do you expect new suppliers of FCOJM to enter the market in the future?  No YesPlease provide details, noting the specific future time period in your response.
III-24.	Do you require your suppliers to become certified or prequalified with respect to the quality, chemistry, strength, or other performance characteristic of the FCOJM they sell to your firm?  No Yes percent of purchases in 2003 Yes-all purchases
	Please provide a general description of the certification or qualification process and the time required.
III-25.	Briefly describe the factors that you consider when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to certify or qualify a new supplier.
III-26.	Since 1999, have any domestic or foreign producers failed in their attempts to certify or qualify their FCOJM with your firm or have any producers lost their approved status?
	YesPlease identify these firms, the countries where they are located, and the reasons why they failed the certification/qualification process.

III-27. (a) For the factors listed below, please rate each in terms of its importance in your purchase decision for FCOJM.

IM	VERY PORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	🗆		
Delivery terms	🗆		
Delivery time	🗆		
Discounts offered	🗆		
Extension of credit	🗆		
Price	🗆		
Minimum qty requirements	🗆		
Packaging	🗆		
Product consistency	🔲		
Quality meets industry standards	🗆		
Quality exceeds industry standards .	🗆		
Product range	🗆		
Reliability of supply	🔲		
Technical support/service	🗆		
U.S. transportation costs	🗆		
Other (specify):			
	🗆		
	🗆		

(b) Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase FCOJM for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality exceeding specifications or industry standards, range of supplier's FCOJM line, traditional supplier, etc.).
1
2
3
Other factors or comments:
What characteristics does your firm consider when determining the quality of FCOJM?
How often does your firm purchase the FCOJM that is offered at the lowest price?
Always Usually Sometimes Never
Please list the names of any firms you considered price leaders in the FCOJM market since 1999. A price leader is defined as (1) one or more firms that initiate a price change, either upward or downward, that is followed by other firms, or (2) one or more firms that have a significant impact on prices. A price leader does not necessarily have to be the lowest priced supplier. For those firms identified as a price leader, please specify the time period in which a price change was communicated, whether the price change was upward or downward, and whether it covered a specific geographic region or a specific product type.
Please describe how the above firm(s) exhibited price leadership.
How frequently does the price of the FCOJM you are purchasing change?

111-33.	Does your firm purchase FCOJM over the internet?
	No YesPlease describe, noting the estimated percentage of your firm's total purchases of FCOJM in 2003/04 accounted for by internet purchases.
III-34.	(a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. FCOJM industry since 1999 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.
	(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. FCOJM industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.
III-35.	What do you think will be the likely effects of any revocation of the antidumping duty order for imports of FCOJM from Brazil? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.
	(1) Activities of your firm:
	(2) Entire U.S. market:

### PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

w-1. Please indicate the countries of origin for FCOJM for which your firm has actual marketing/pricing knowledge.				
United States				
Braz	Brazil			
Othe	er countries (Please specify			
IV-2. Is FCOJM produced in the United States and in other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are <i>always</i> interchangeable, "F" to indicate that the products are <i>frequently</i> interchangeable, "S" to indicate that the products are <i>sometimes</i> interchangeable, "N" to indicate that the products are <i>never</i> interchangeable, and "0" to indicate <i>no familiarity</i> with products from a specified country-pair. <sup>1</sup>				
Country-pair	United States	Brazil	Other countries	
United States				
Brazil				
<sup>1</sup> For any country-pair producing FCOJM which is <i>sometimes or never</i> used interchangeably, please explain the factors that limit or preclude interchangeable use:				

# PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

other possible	ar customers ever specifically order FCOJM from one country in particular over sources of supply?
No	YesPlease identify all relevant countries/sources (including the United States, Brazil (subject), Brazil (nonsubject), and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why FCOJM from these countries/sources is preferred over FCOJM from other countries/sources (please note the specific FCOJM in your response).
Ara cartain ar	ades/types/sizes of FCOJM available from only a single source (domestic or
	ding Brazil (sujbect and nonsubject) and nonsubject countries)?
□No	YesPlease identify the source and the grade/type/size.
another source country, include Possibilities m	sed FCOJM from one source although a comparable FCOJM was available from e at a lower price, please explain your reasons for doing so (please specify by ding the United States and both subject and nonsubject foreign countries). night include transaction characteristics such as length of time to fill orders, er size, reliability of supply, etc.

### PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-6. For the factors listed below, please rate how FCOJM produced in each country you identified in your response to the first question in Part IV compares with FCOJM produced in each of the other countries you identified (including the United States, subject FCOJM from Brazil, nonsubject FCOJM from Brazil, and nonsubject foreign countries). Copy this page as necessary to cover all possible country combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate FCOJM from one country superior or inferior to FCOJM from another.

compared to		
(specify country)	(specify country)	
SUPERIOR	COMPARABLE	INFERIOR
Availability		
Delivery terms		
Delivery time		
Discounts offered		
Extension of credit		
Lower price		
Minimum qty requirements		
Packaging		
Product consistency		
Quality meets industry standards		
Quality exceeds industry standards		
Product range		
Reliability of supply		
Technical support/service		
Lower U.S. transportation costs		
Other (specify):		

## PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT--Continued

IV-7.	(a) How often uses or your c			ed FCOJM meet	minimum quality s	pecifications for your	
	Always	Usua		metimes [	Rarely or never		
	(b) How often or your custom		ed subject FCC	JM meet minim	num quality specific	ations for your uses	
	Always	Usua	lly $\square$ So:	metimes [	Rarely or never		
	(c) How often ouses or your cu			FCOJM meet mi	nimum quality spec	eifications for your	
	Country		Always	Usually	☐ Sometimes	Rarely or never	
	Country		Always	Usually	☐ Sometimes	☐ Rarely or never	
	Country		Always	Usually	☐ Sometimes	☐ Rarely or never	
IV-8.		(a) Since 1999, has there been a change in the price of FCOJM? If so, has the price of U.Sproduced FCOJM changed more or less than the price of imported FCOJM from Brazil?					
	Subject FCOJM:						
	No change in price						
	Prices have changed by the same amount						
	Price of U.Sproduced FCOJM has changed relative to the price of FCOJM from Brazil  Nonsubject FCOJM:						
	No change in price						
	Prices have changed by the same amount						
	Price of U.Sproduced FCOJM has changed relative to the price of FCOJM from Brazil						
	(b) If the price of U.Sproduced FCOJM has changed relative to the price of FCOJM from Brazil, the price of U.Sproduced FCOJM is now relatively						
	Subject FCOJM:						
	Higher Lower						
	Nonsubject FCOJM:						
	Higher	Lowe	er				

### PART V.--SUPPLIER IDENTIFICATION

Please list the suppliers from which you have purchased FCOJM since 1999 and approximate the percentage (based on value) of your FCOJM purchases each accounted for in crop year 2003.

No.	Firm name	Percentage of purchases
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		_